

Message Text

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ORIGIN SS-25

INFO OCT-01 ISO-00 SSO-00 /026 R

DRAFTED BY OES/APT/SEP:WFDECLERCQ:MT

APPROVED BY OES/APT:OHGANLEY

EUR/EE:ISILINS

C:JMONTGOMERY (INFO)

INR/RPS:EFITZGERALD (INFO)

S/S: MR. BRIDGES

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DESIRED DISTRIBUTION

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TO AMEMBASSY BUCHAREST IMMEDIATE

S E C R E T STATE 216758

EXDIS

E.O. 11652: XGDS 2 AND 3

TAGS: TSPA, ACOM, PFOR, RO

SUBJECT: VIP TELECOMMUNICATIONS EQUIPMENT

REF: BUCHAREST 5059

1. COLLINS REPRESENTATIVES ARE DONALD L. WERBECK, PROGRAMS MANAGER; LLOYD O. LATTI, JR., PROGRAM MANAGER, AND WILLIAM E. PIERRARD, CONTRACTS. TEAM WILL ARRIVE BUCHAREST ON 5 SEPT, PAN AMERICAN FLIGHT 66 AND WOULD APPRECIATE IF HOSTS WOULD RESERVE 3 SINGLE ROOMS, AND MEET AND ASSIST THEM THROUGH AIRPORT FORMALITIES.

2. COMPANY TEAM BRINGING TECHNICAL, PRICE, AND DELIVERY INFORMATION ON NEW PRODUCTION AND LOW TOTAL TIME PREVIOUSLY-PRODUCED 707-320C AIRCRAFT AND WILL BE PREPARED

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TO DISCUSS ASPECTS OF BOTH AIRCRAFT TO ANY DEPTH DESIRED.

TEAM ALSO WILL BE PREPARED TO DISCUSS ALTERNATIVE AIRCRAFT INTERIOR FLOOR PLANS AND DECOR SAMPLES. TEAM IS READY TO DISCUSS ALL ELEMENTS OF GROUND AND AIRCRAFT SPECIAL COMMUNICATIONS SYSTEMS AND WILL BE ABLE TO RESTRUCTURE SYSTEM SO AS TO SATISFY CUSTOMER'S REQUIREMENTS. VISIT IS EXPECTED TO

LAST APPROXIMATELY TEN DAYS DEPENDING ON DEPTH OF DETAIL CUSTOMER TECHNICAL REPRESENTATIVES DESIRE TO DISCUSS. TEAM

CAN EXTEND LENGTH OF VISIT IF CIRCUMSTANCES MERIT ADDITIONAL DISCUSSIONS.

3. CONCERN OF GOR OFFICIALS REGARDING NOISE ABATEMENT REGULATIONS, CONTAINED IN REFTTEL, HAS BEEN CONVEYED TO PROJECT MANAGER LATTA. HE RESPONDED THAT HE IS FULLY CONVERSANT WITH PROBLEM, IS FULLY PREPARED TO DISCUSS IT, AND BELIEVES HE WILL BE ABLE TO ALLAY ANY CONCERNS GOR MAY HAVE IN THIS REGARD. ROBINSON

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Message Attributes

Automatic Decaptioning: Z
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: TELECOMMUNICATION, EQUIPMENT, CIVIL AVIATION, AIRCRAFT SALES, NEGOTIATIONS, VISITS
Control Number: n/a
Copy: SINGLE
Draft Date: 01 SEP 1976
Decaption Date: 28 MAY 2004
Decaption Note: 25 YEAR REVIEW
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: izenbei0
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1976STATE216758
Document Source: CORE
Document Unique ID: 00
Drafter: WFDECLERCQ:MT
Enclosure: n/a
Executive Order: X2 AND 3
Errors: N/A
Film Number: D760332-0140
From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1976/newtext/t197609101/aaaadihz.tel
Line Count: 79
Locator: TEXT ON-LINE, ON MICROFILM
Office: ORIGIN SS
Original Classification: SECRET
Original Handling Restrictions: EXDIS
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: SECRET
Previous Handling Restrictions: EXDIS
Reference: 76 BUCHAREST 5059
Review Action: RELEASED, APPROVED
Review Authority: izenbei0
Review Comment: n/a
Review Content Flags:
Review Date: 30 MAR 2004
Review Event:
Review Exemptions: n/a
Review History: RELEASED <30 MAR 2004 by GarlanWA>; APPROVED <01 SEP 2004 by izenbei0>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
04 MAY 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: VIP TELECOMMUNICATIONS EQUIPMENT
TAGS: TSPA, ACOM, PFOR, RO, US, (WERBECK, DONALD L)
To: BUCHAREST
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006